STATE OF SOUTH CAROLINA)
(Caption of Case) Example: Application for a Class C Charter Certificate from John Doe dba Doe's Limo	BEFORE THE PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA
Salt Marsh Ventures, LLC d/b/a Two Men and a Truck of Beaufort	TRANSPORTATION COVER SHEET
Application for Class E (Household Goods) Certificate of Public) DOCKET
Convenience and Necessity Between Points and Places in	NUMBER:
South Carolina)	If this is your first time filing an application with the PSC, you will no have a Docket Number. The Commission will assign one to you. If you have filed with the Commission before, a Docket Number was assigned and should be entered above.
(Please type or print) Submitted by: JACK Printle	Telephone: 803-343-1270
Address: 1501 MAIN STREET, 5th FLOOR	Fax: 803-779-4749
COWMBIA, SC 29201	Other: 803-479-5764
	Email: jack. printle @arlaw. com
NOTE: The cover sheet and information contained herein neither replace as required by law. This form is required for use by the Public Service of be filled out completely.	ces nor supplements the filing and service of pleadings or other paper
NATURE OF ACTION	N (Check all that apply)
Application - Class A/A Restricted	Request for Name Change on Certificate
Application - Class C Taxi	Request to Amend Scope of Authority
Application - Class C Charter	Request to Amend Tariff (rate increase, etc.)
Application - Class C Charter Bus	Request to Amend Passenger Limit
Application - Class C Non-Emergency	Request
Application - Class C Stretcher Van	Exhibit
Application - Class E Household Goods	Late-Filed Exhibit
Application - Class E Hazardous Waste	Letter
Application	Proposed Order
Request for Extension to Comply with Order	Publisher's Affidavit
Request for Order Granting Authority to Obtain a Certificate	Reservation Letter
of Public Convenience and Necessity to be Rescinded	Response
Request for Cancellation of Certificate	Return to Petition
Request for Suspension	Other:
Request for Reinstatement	

If you have any questions about this form, please contact the PUBLIC SERVICE COMMISSION at 803-896-5100.

PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA

101 Executive Center Drive, Suite 100 Columbia, South Carolina 29210

Phone: (803) 896-5100 FAX: (803) 896-5199

APPLICATION FOR CERTIFICATE OF PUBLIC CONVENIENCE AND NECESSITY FOR OPERATION OF MOTOR VEHICLE CARRIER

Select Çlass: (Check one)	Date: 12 5/17
E (HHG) - Household Goods	
☐ E (HAZ) - Hazardous Material	
IMPORTANT! If application is to amend scope of authorized before application will be accepted. If application is for a	hority, a current annual report must be on file with the Commission NEW CERTIFICATE, do not submit annual report.
Check one:	
New Application	
Amended Scope of Authority	
Current Scope: (list counties)	
Amended Scope: (list counties)	
	Address of Applicant
107 SANORA A Mailing Address of App	dicant (if different from street address)
864-399-1228 Phone	864-329-1092 FAX
bryan. Feldman	Email Address

2. If the Applicant is an LLC or a corporation, a copy of the Certificate of Existence from the South Carolina Secretary of State and the Articles of Incorporation must be attached. (If incorporated outside of SC, attach South Carolina Secretary of State "Foreign Corporation" Certificate.)

The State of South Carolina



Office of Secretary of State Mark Hammond

Certificate of Existence

I, Mark Hammond, Secretary of State of South Carolina Hereby Certify that:

SALT MARSH VENTURES, LLC,

a limited liability company duly organized under the laws of the State of South Carolina on November 2nd, 2017, with a duration that is until 11/01/2117, has as of this date filed all reports due this office, paid all fees, taxes and penalties owed to the State, that the Secretary of State has not mailed notice to the company that it is subject to being dissolved by administrative action pursuant to S.C. Code Ann. 33-44-809, and that the company has not filed articles of termination as of the date hereof.

Given under my Hand and the Great Seal of the State of South Carolina this 2nd day of November, 2017.

Mark Hammond, Secretary of State

CERTIFIED TO BE A TRUE AND CORRECT COPY AS TAKEN FROM AND COMPARED WITH THE ORIGINAL ON FILE IN THIS OFFICE

Nov 02.2017 REFERENCE ID: 1711011748473.

Mark Hammond

Filing ID: 171102-0851036

Filing Date: 11/01/2017

STATE OF SOUTH CAROLINA SECRETARY OF STATE

ARTICLES OF ORGANIZATION Limited Liability Company - Domestic

The undersigned delivers the following articles of organization to form a South Carolina limited liability company pursuant to S.C. Code of Laws Section 33-44-202 and Section 33-44-203.

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Greenville, South Carolina 29611		*	¥ 10		8 N	*	1000
City, State, Zip Code)				12	-	0.8	
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he initial agent for service of process is				10			:
Rebecca Feldman							
Name)					90.00		-
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Signature of Agent)					-		F 6
	for this initial agent for	service of proce	ss is:		-	8	* e
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CERTIFIED TO BE A TRUE AND CORRECT COPY AS TAKEN FROM AND COMPARED WITH THE ORIGINAL ON FILE IN THIS OFFICE

> Nov 02 2017 REFERENCE ID: 1711011748473

> > 9.

2	Salt Marsh Ventures, LLC
	Name of Limited Liability Company
are required or are permitted to be set forth separate attachment. Please make referen 10. Each organizer listed under number 4 mus	w which the organizers determine to include, including any provisions that in the limited liability company operating agreement may be included on acc to this section if you include a separate attachment.
Deana Sellars Signature of Organizer	
Date: 11/01/2017	, et
Signature of Organizer	
Date:	

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8.	Unless a delaye	ed effective date	is specified, these	e articles will be effe	ctive when endor	sed for filing	by the S	Secretary r)
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3.	Select Entity Type: (Check one) Individual Owner/Sole Proprietorship
	Partnership - List names and address of all person having an interest in the business.
	Corporation - List names and addresses of two principal officers.
	ROBERT BARNES, PRESIDENT
	BRYAN FELOMAN, VICE-PRESIDENT
	ROBERT BARNES, PRESIDENT BRYAN FELOMAN, VICE-PRESIDENT PERECCA FELOMAN, SECRETARY
4	Is applicant certified to provide intrastate transportation of household goods in another state: (Check one.) (Yes No
	If yes, attach a letter from the regulatory agency in the state(s) stating applicant is in compliance with the rules and regulations of said state agency.
5	. Has applicant been convicted of operating with no intrastate household goods authority or failure to abide by the rules and regulations pertaining to the intrastate transportation of household goods in this state or any other state? (Check one.)
	○ Yes No
	If yes, list dates and nature of convictions below.
6	. Has applicant ever had a certificate authorizing the transportation of household goods revoked in this state or any other state? (Check one.)
	○ Yes No
	If yes, list dates and nature of revocations below.

Select Entity Type: (Check one) Individual Owner/Sole Proprietorship Partnership - List names and address of all person having an interest in the business. Corporation - List names and addresses of two principal officers. PORERT BARNES PRESIDENT BRYAN FELOMAN VICE - PRESIDENT
REBECCA FELOMAN, SECRETARY
LEBECCA FELDMAN, SECRETARY
4. Is applicant certified to provide intrastate transportation of household goods in another state: (Check one.) Yes No If yes, attach a letter from the regulatory agency in the state(s) stating applicant is in compliance with the rules and regulations of said state agency.
5. Has applicant been convicted of operating with no intrastate household goods authority or failure to abide by the rules and regulations pertaining to the intrastate transportation of household goods in this state or any other state? (Check one.)
If yes, list dates and nature of convictions below.
6. Has applicant ever had a certificate authorizing the transportation of household goods revoked in this state or any other state? (Check one.)
O Yes No
If yes, list dates and nature of revocations below.

this application and submits the following the Company is a newly formed entity with no current finan@al Applicant is financially able to furnish the services as specified in this application and submits the following statement of assets and liabilities.

Financial Statement

statement of assets and liabilities.	the Company is a newly formed entity with no current final statements. See attached budget for first year of operations. Company will provide additional financial documents as	. The
Applicant's assets and liabilities are	Docket progresses.	TLY FILE
Assets:	Liabilities:	E
Value of Real Estate	Mortgage/Loan on Real Estate	D-
Value of Motor Vehicles	Loans Owed on Motor Vehicles	2017
Cash on Hand		
Cash in Bank	Other Liabilities or Debts	December 18
Value of Other Assets and Equipment		
Total Assets		11:24 AM -
NSTRUCTIONS:		- SCPSC
"Value of Real Estate" means the Company/Business Applying for	ctual or estimated market value of any real property/buildings owned by the	1
2. "Mortgage/Loan on Real Estate" the Real Estate listed in Item 1.		Docket # 2
3. "Value of Motor Vehicles" means by the Company/Business Apply	he actual or fair estimated value of any moving vans, trucks or other vehicles owned ag for a Certificate.	2017-374-T
4. "Loans Owed on Motor Vehicles"	means the outstanding balance on any loans or liens on the vehicles listed in Item 3.	•
5. "Cash on Hand" is the total of action is filled out.	al cash held by the Company/Business applying for a Certificate on the day this form	- Page
		9 of 32
	palance in checking accounts, savings accounts or the like in the name of the Certificate. Do not include retirement accounts or personal bank account balances.	10

INSTRUCTIONS:

- 1. "Value of Real Estate" means the actual or estimated market value of any real property/buildings owned by the Company/Business Applying for a Certificate.
- 2. "Mortgage/Loan on Real Estate" means the outstanding balance on any Mortgage, Equity Line or other Loan secured by the Real Estate listed in Item 1.
- 3. "Value of Motor Vehicles" means the actual or fair estimated value of any moving vans, trucks or other vehicles owned by the Company/Business Applying for a Certificate.
- 4. "Loans Owed on Motor Vehicles" means the outstanding balance on any loans or liens on the vehicles listed in Item 3.
- 5. "Cash on Hand" is the total of actual cash held by the Company/Business applying for a Certificate on the day this form is filled out.
- 6. "Business/Other Loans Owed" means the outstanding balance on any small business loan or other unsecured loan made by a person, bank or business to the Business/Company applying for a Certificate.
- 7. "Cash in Bank" means the current balance in checking accounts, savings accounts or the like in the name of the Company/Business applying for a Certificate. Do not include retirement accounts or personal bank account balances.
- 8. "Value of Other Assets and Equipment" should include the actual or estimated value of items such as office equipment (computers/furnishings), moving equipment (hand trucks/blankets/strapping), and trailers.
- 9. "Other Liabilities or Debts" means specific amounts/balances which the Company/Business applying for a Certificate knows that it owes to other persons or companies; for example Franchise Fees. This does NOT include regular bills such as electricity bills, security system costs, insurance, salaries, etc.

Beaufort Budget- 2018 12/18/2017

						2018 Bu	ıdget							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	% of Total
4010 · Moves (Use of Trucks)			\$19,558	\$22,165	\$41,723	\$52,153	\$59,976	\$58,673	\$54,761	\$41,723	\$39,115	\$52,153	\$442,000	
4020 · Packing/Unpacking			\$885	\$1,003	\$1,888	\$2,360	\$2,714	\$2,655	\$2,478	\$1,888	\$1,770	\$2,360	\$20,000	
4030 · Unloading			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4040 · Loading			\$0	\$0	\$0	\$0	\$0	\$0	\$0 \$0	\$0	\$0	\$0	\$0	
4050 · Internal Moves 4000 · MOVING REVENUE	Ś0	\$0	\$0 \$20.442	\$0 \$23.168	\$0 \$43.611	\$0 \$54.513	\$0 \$62.690	\$0 \$61.327	\$0 \$57.239	\$0 \$43.611	\$0 \$40.885	\$0 \$54.513	\$0 \$462.000	92.4%
4000 MOVING REVENOE	, jo	Ų.	720,442	723,100	743,011	73-,313	702,030	701,327	437,E33	743,011	Ş 40,003	734,313	Ç402,000	32.470
4210 · Boxes, Supplies & Merchandise			\$774	\$878	\$1,652	\$2,065	\$2,375	\$2,323	\$2,168	\$1,652	\$1,549	\$2,065	\$17,500	
4220 · Box, Tote & Equipment Rental			\$0	\$0 \$0	\$0	\$0	\$0 \$0	\$0	\$0	\$0 \$0	\$0	\$0	\$0	
4230 · Online Box Sale Commission 4200 · MOVING SUPPLIES REVENUE	Ś0	\$0	\$0 \$774	\$0 \$878	\$0 \$1,652	\$0 \$2,065	\$0 \$2,375	\$0 \$2,323	\$0 \$2,168	\$0 \$1,652	\$0 \$1,549	\$0 \$2,065	\$0 \$17,500	3.5%
4200 MOVING SOLVEROE	, jo	Ų.	<i>\$114</i>	7070	71,032	72,003	72,373	<i>72,323</i>	72,100	71,032	71,545	72,003	717,300	3.370
4510 · Cancellation Fee Income			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4520 · Contract Deliveries			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4530.1 · Movex 4530.2 · ADT			\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
4535.1 · Backhaul Commission			\$0	\$0	\$0 \$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4540 · Fuel Surcharge			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4545 · Additional Job Charges			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4550 · Storage Fees			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4560 · Valuation Revenue 4500 · ANCILLARY REVENUE	\$0	\$0	\$22 \$22	\$25 \$25	\$47 \$47	\$59 \$59	\$68 \$68	\$66 \$66	\$62 \$62	\$47 \$47	\$44 \$44	\$59 \$59	\$500 \$500	0.1%
4500 ANGLEAN NEVENOL	, jo	Ų.	722	Ų.J	7-1	433	700	700	ŢŪZ	Ų47	- VIII	733	 	0.170
4910 · Charity Discounts			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4915 · Flat Fee Discounts			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
4920 · Customer Refunds/Discounts 4900 · DISCOUNTS & ALLOWANCES	\$0	\$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	0.0%
4500 · DISCOUNTS & ALLOWANCES	30	Ų	ŞŪ	γU	30	30	30	30	γU	JU.	ŞU	γU	30	0.078
TOTAL SALES	\$0	\$0	\$21,239	\$24,071	\$45,310	\$56,637	\$65,133	\$63,717	\$59,469	\$45,310	\$42,478	\$56,637	\$480,000	100.0%
Tourseles		1		n [2 1	2	2	2	2	2	n 1	2	2	
Trucks Trucks Needed			2	2	3	3	3	3	3	3	3	3	3	
Moves			34.3	38.9	73.2	91.5	105.2	102.9	96.1	73.2	68.6	91.5	775.4	
Hours			178.4	202.2	380.6	475.8	547.1	535.2	499.5	380.6	356.8	475.8	4032.0	
		1	1								ı.			
Mover/Drivers			7.00	7.00	7.00	11.00	11.00	11.00	11.00	11.00	11.00	11.00	9.80	
CSR			1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Manager			1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Revenue Per Move	\$0.00	\$0.00	\$619.05	\$619.05	\$619.05	\$619.05	\$619.05	\$619.05	\$619.05	\$619.05	\$619.05	\$619.05	\$619.05	
nerenae i ei more	φοισσ	φοισσ	ψ025.05	4015.05	ψ013.03	ψ0251 0 5	ψ015.05	ψ0251 0 5	\$025.05	V 023.03	ψ0251 05	V 013.03	ψ025105	
COST OF SALES														
					4-1		4-1	4-1		4-1	4-1			
5010 · Storage Supplies 5020 · Equipment Rental			\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
5030 · Moving Supplies and Equipment			\$4,000	\$0 \$0	\$0 \$0	\$0	\$2,000	\$0	\$0	\$0 \$0	\$0	\$0	\$6,000	
5040 · Boxes & Packing Supplies			(\$3,469)	\$602	\$1,133	\$1,416	(\$372)	\$1,593	\$1,487	\$1,133	\$1,062	\$1,416	\$6,000	
5000 · COST OF SUPPLIES	\$0	\$0	\$531	\$602	\$1,133	\$1,416	\$1,628	\$1,593	\$1,487	\$1,133	\$1,062	\$1,416	\$12,000	2.4%
5150.1 ⋅ Gross Claims		I	\$425	\$481	\$906	\$1,133	\$1,303	\$1,274	\$1,189	\$906	\$850	\$1,133	\$9,600	
5150.2 · Mover Reimbursements			\$0	\$0	\$0	\$0	\$1,303	\$0	\$0	\$0	\$0	\$1,133	\$9,000	
5150.3 · Insurance Reimbursements			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
5160 · Warranty - Labor			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
5170 · Warranty - Truck Costs 5100 · DAMAGES & WARRANTY	\$0	\$0	\$0 \$425	\$0 \$481	\$0 \$906	\$0 \$1,133	\$0	\$0 \$1,274	\$0	\$0 \$906	\$0 \$850	\$0 \$1.133	\$9,600	1.9%
STOU - DAIVIAGES & WARRAINTY	\$0	\$0	\$425	\$481	\$906	\$1,155	\$1,303	\$1,274	\$1,189	\$906	\$850	\$1,155	\$9,600	1.9%
5210 · Driver Wages			\$2,498	\$2,831	\$5,328	\$6,661	\$7,660	\$7,493	\$6,994	\$5,328	\$4,995	\$6,661	\$56,448	
5220 · Driver Wages - Commission			\$0	\$500	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$10,100	
5230 · Driver Wages - OT			\$0	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$1,800	
5240 · Driver Wages - Bonus 5310 · Mover Wages			\$0 \$1,962	\$0 \$2,224	\$0 \$4,187	\$0 \$5,233	\$0 \$6,018	\$0 \$5,887	\$0 \$5,495	\$0 \$4,187	\$0 \$3,925	\$0 \$5,233	\$0 \$44.352	
5320 · Mover Wages - Commission			\$1,902	\$300	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$700	\$5,900	
ř														

38%

1989 1989																
1400 Part Migrey																
1000 1000		ŀ													\$0 \$0	
1993 Profession															\$0	
1440 Peter Visible - House		ŀ														
1500 1500		ľ													\$0	
9303 Serges West Off 1	5510 · Storage Wages															
1500 1500	5520 · Storage Wages - Commission															
1-20 1-20																
10.00 10.0															\$0	
Second S		l			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
\$10.03 Full Freedom		ľ			6240	¢472	¢907	¢1 070	Ć1 21E	¢1 102	¢1 124	¢907	¢0E2	¢1 070	¢0 146	
\$403.51/f. Figeres \$																
1-20 1-20		ŀ														
Secretary Secr		ľ														
1906 1906	5630 · Workers Comp Insurance				\$535	\$745	\$1,412	\$1,697	\$1,911	\$1,876	\$1,769	\$1,412	\$1,340	\$1,697		
970- Fuel 970- F																
1.570 Preventable Malfertaince 1.5277 1.5312 1.500 1.5717 1.500 1.501	5200 · DIRECT LABOR		\$0	\$0	\$5,565	\$7,653	\$14,304	\$17,150	\$19,284	\$18,928	\$17,861	\$14,304	\$13,593	\$17,150	\$145,790	29.2%
1.570 Preventable Malfertaince 1.5277 1.5312 1.500 1.5717 1.500 1.501	5740 Feed	ſ			ĆE24	¢604	ć4 433	64.445	ć4 c20	Ć4 F03	Ć1 40C	ć4 422	¢4.064	64.445	Ć44 004	2.40/
1,570 Preventative Maintenance 1,500 500																
\$25 \$25		•		+												
\$700 First \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$																
1,500 1,50																
1,000 1,00	5760 · Rental Trucks - Short Term	ľ											\$0			0.9%
	5765 · Rental Trucks - Long Term				\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
S800 - Interest & Depreciation																
\$880 Operating Lesse Payments \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50																
S885 Fines & Other Parking Cocts																
S800 GF S72 S72 S72 S108 S108 S108 S108 S108 S108 S108 S108																
Sept		ŀ														
September																
Second S																0.070
			\$0	\$0												16.2%
	·															
SSO																
S90 - Cleilular Phones - Mover (Driver S0 S0 S0 S0 S0 S0 S0 S		[
Sept	5920 · Meals	[\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Sept	5920 · Meals 5930 · Per Diem				\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$50	\$0 \$500	
TOTAL COST OF SALES S0 S0 S200 S20	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving				\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$50 \$0	\$0 \$500 \$0	
GROSS MARGIN 0.0% 0.0% 63.3% 57.1% 50.0% 48.4% 47.3% 47.5% 48.0% 51.7% 53.0% 48.4% 50.1% 6010 Billboards 6020 Brochures 6020	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage · Moving 5950 · Other Storage Expense				\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$50 \$0 \$0	\$0 \$500 \$0 \$0	
GROSS MARGIN 0.0% 0.0% 63.3% 57.1% 50.0% 48.4% 47.3% 47.5% 48.0% 51.7% 53.0% 48.4% 50.1% 6010 Billboards 6020 Brochures 6020	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver		\$0	\$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$0	0.4%
6010 - Billboards	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver		\$0	\$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$0	0.4%
6010 - Billboards	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE				\$0 \$50 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$200	\$0 \$500 \$0 \$0 \$0 \$0 \$2,000	0.4%
6020 - Brochures	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES		\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994	\$0 \$50 \$0 \$0 \$0 \$0 \$14,316	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$31,518	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$500 \$0 \$0 \$0 \$2,000	0.4%
6020 - Brochures	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES		\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994	\$0 \$50 \$0 \$0 \$0 \$0 \$14,316	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$31,518	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$500 \$0 \$0 \$0 \$2,000	0.4%
6020 - Brochures	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES		\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994	\$0 \$50 \$0 \$0 \$0 \$0 \$14,316	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$31,518	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$500 \$0 \$0 \$0 \$2,000	0.4%
6020 - Brochures	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES		\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994	\$0 \$50 \$0 \$0 \$0 \$0 \$14,316	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$31,518	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$50 \$0 \$0 \$0 \$0 \$200	\$0 \$500 \$0 \$0 \$0 \$2,000	0.4%
6030.1 - Chamber Fees & Dues Marketing Plan S0 \$325 \$250 \$250 \$0 \$0 \$0 \$0 \$0 \$0 \$0	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN		\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578	\$0 \$50 \$0 \$0 \$0 \$200 \$32,103 47.3%	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$31,518	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$24,400	\$0 \$50 \$0 \$0 \$0 \$200 \$23,454	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$28,578	\$0 \$500 \$0 \$0 \$0 \$0 \$2,000 \$250,316 50.1%	
6030 2 - Moving Assoc. Fees & Dues	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards		\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 \$7.1%	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612 50.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$0 \$200 \$32,103 47.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$24,400 \$1.7%	\$0 \$50 \$0 \$0 \$0 \$200 \$23,454 \$3.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$50.1%	0.0%
Constitution Cons	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures	Marketing Plan	\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 \$7.1%	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612 50.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$0 \$200 \$32,103 47.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$20 \$24,400 \$1.7%	\$0 \$50 \$0 \$0 \$0 \$20 \$23,454 \$3.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1%	0.0% 0.1%
6050 · Direct Mail Marketing Plan \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$10	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage · Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billiboards 6020 · Brochures 6030.1 · Chamber Fees & Dues	Marketing Plan Marketing Plan	\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 57.1%	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612 50.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$0 \$200 \$32,103 47.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$20 \$24,400 \$1.7%	\$0 \$50 \$0 \$0 \$0 \$20 \$23,454 \$3.0%	\$0 \$50 \$0 \$0 \$0 \$20 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1%	0.0% 0.1% 0.2%
Coling C	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues	Marketing Plan Marketing Plan Marketing Plan	\$0	\$0	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 \$7.1%	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612 \$0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$0 \$200 \$32,103 47.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$24,400 \$1.7%	\$0 \$50 \$0 \$0 \$0 \$200 \$23,454 \$3.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 50.1%	0.0% 0.1% 0.2% 0.2%
6080 · Radio Marketing Plan	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions	Marketing Plan Marketing Plan Marketing Plan Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 57.1%	\$0 \$50 \$0 \$0 \$0 \$200 \$23,612 50.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$0 \$200 \$32,103 47.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$20 \$24,400 \$1.7%	\$0 \$50 \$0 \$0 \$0 \$20 \$23,454 \$3.0%	\$0 \$50 \$0 \$0 \$0 \$20 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$50.1%	0.0% 0.1% 0.2% 0.2% 0.0%
6090 · Television	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail	Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$0 \$200 \$13,994 63.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 57.1%	\$0 \$50 \$0 \$0 \$200 \$23,612 50.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3%	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$20 \$24,400 \$1.7%	\$0 \$50 \$0 \$0 \$0 \$20 \$23,454 \$3.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$50.1%	0.0% 0.1% 0.2% 0.2% 0.0% 0.2%
6100 · Internet	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper	Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 57.1%	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0,0% \$0 \$0 \$250 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$23,454 \$3.0%	\$0 \$50 \$0 \$0 \$20 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$500 \$825 \$1,050 \$1,100 \$0 \$0	0.0% 0.1% 0.2% 0.0% 0.0% 0.2%
6150 - Trade Shows	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio	Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$1,050 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$14,316 57.1%	\$0 \$50 \$0 \$0 \$200 \$23,612 50.0%	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$200 \$2200 \$29,763 48.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$500 \$1500 \$1,100 \$0 \$0 \$0	0.0% 0.1% 0.2% 0.2% 0.0% 0.0% 0.0%
6200 · TMT Merchandise	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television	Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0.0% \$0 \$0 \$250 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$0 \$100 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$20 \$28,578 48.4%	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$50.1% \$50 \$500 \$150 \$1,100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	0.0% 0.1% 0.2% 0.2% 0.0% 0.0% 0.0%
6300 · Uniforms	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet	Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$0 \$0 \$1,000	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$325 \$0 \$100 \$0 \$0 \$0 \$1,000	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$0 \$100 \$0 \$150 \$150 \$0 \$0 \$1,000	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$20 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$20 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$500 \$825 \$1,050 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$1,000	0.0% 0.1% 0.2% 0.0% 0.2% 0.0% 0.0% 0.0%
6400 · Yellow Pages	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows	Marketing Plan Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$1,050 \$0 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1%	\$0 \$50 \$0 \$0 \$200 \$23,612 50.0%	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$31,518 47.5%	\$0 \$50 \$0 \$0 \$200 \$2200 \$29,763 48.0% \$0 \$100 \$0 \$150 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$2,000 \$250,316 \$0 \$150 \$500 \$500 \$150 \$1,100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	0.0% 0.1% 0.2% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%
6500 · Online Directory Marketing Plan \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows 6200 · TMT Merchandise	Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0.0% \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$0 \$100 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$500 \$150 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$1,050 \$0 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	0.0% 0.1% 0.2% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0
6600 · Other Marketing Marketing Plan \$5500 \$500 \$500 \$500 \$500 \$500 \$500 \$5	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones - Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows 6200 · TMT Merchandise 6300 · Uniforms	Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$325 \$0 \$100 \$0 \$1,000 \$50 \$50 \$50 \$50 \$50	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$1,000 \$0 \$1,000 \$50 \$50 \$50	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$31,518 47.5% \$0 \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$0 \$100 \$0 \$150 \$100 \$0 \$1,000 \$250 \$50 \$50	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$20 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$20 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$500 \$825 \$1,050 \$10,500 \$0 \$0 \$10,500 \$250 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	0.0% 0.1% 0.2% 0.0% 0.2% 0.0% 0.0% 0.0% 0.1% 0.1% 0.1%
6610 · Public Relations Expense	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows 6200 · TMT Merchandise 6300 · Uniforms 6400 · Vellow Pages	Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$23,612 50.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$31,518 47.5% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$2200 \$29,763 48.0% \$0 \$100 \$0 \$150 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$20 \$24,400 \$1.7% \$0 \$1.00 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$2,000 \$250,316 \$0 \$250,316 \$0 \$500 \$500 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	0.0% 0.1% 0.2% 0.2% 0.0% 0.0% 0.0% 0.0% 0.1% 0.1% 0.2% 0.1%
6620 · Co-op Fees Marketing Plan \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows 6200 · TMT Merchandise 6300 · Uniforms 6400 · Yellow Pages 6500 · Online Directory	Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0.0% \$0 \$0 \$0 \$250 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$100 \$0 \$100 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0.1% \$0.1% \$0.1% \$0.1% \$150 \$1,100 \$0.5 \$0.5 \$0.5 \$0.5 \$0.5 \$0.5 \$0.5 \$0	0.0% 0.1% 0.2% 0.0% 0.0% 0.0% 0.0% 0.0% 0.1% 0.1% 0.1
	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows 6200 · TMT Merchandise 6300 · Uniforms 6400 · Yellow Pages 6500 · Online Directory 6600 · Other Marketing	Marketing Plan	\$0	\$0 0.0%	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$0 \$100 \$0 \$1,000 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0 \$0 \$0 \$0 \$250 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$250 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$31,518 47.5% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$0 \$100 \$0 \$100 \$0 \$1,000 \$250 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$20 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$50.1% \$0 \$500 \$825 \$1,050 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	0.0% 0.1% 0.2% 0.0% 0.2% 0.0% 0.0% 0.0% 0.1% 0.1% 0.1% 0.0%
6710 · Marketing Coord Wages Marketing Plan \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows 6200 · Tride Shows 6200 · Tride Shows 6200 · Other Marketing 6400 · Vellow Pages 6500 · Othire Directory 6600 · Other Marketing 6610 · Public Relations Expense	Marketing Plan	\$0	\$100	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$0 \$1,000 \$0 \$1,000 \$0 \$200 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0.0% \$0 \$0 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$0 \$200 \$31,518 47.5% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$100 \$0 \$100 \$0 \$150 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$100 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,454 \$53.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$0 \$2,000 \$250,316 \$0.1% \$0 \$500 \$825 \$1,050 \$150 \$0 \$0 \$10,500 \$250 \$250 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	0.0% 0.1% 0.2% 0.2% 0.0% 0.0% 0.0% 0.1% 0.1% 0.1% 0.2% 0.1% 0.0%
	5920 · Meals 5930 · Per Diem 5940 · Reimbursed Mileage - Moving 5950 · Other Storage Expense 5960 · Cellular Phones · Mover/Driver 5900 · OTHER MOVING & STORAGE EXPENSE TOTAL COST OF SALES GROSS MARGIN 6010 · Billboards 6020 · Brochures 6030.1 · Chamber Fees & Dues 6030.2 · Moving Assoc. Fees & Dues 6040 · Charitable Contributions 6050 · Direct Mail 6060 · Newspaper 6070 · Magazines 6080 · Radio 6090 · Television 6100 · Internet 6150 · Trade Shows 6200 · TMT Merchandise 6300 · Uniforms 6400 · Yellow Pages 6500 · Online Directory 6600 · Other Marketing 6611 · Public Relations Expense 6620 · Co-op Fees 6630 · Signage	Marketing Plan	\$0	\$0 0.0% \$100 \$500 \$1,500	\$0 \$50 \$0 \$0 \$0 \$200 \$13,994 63.3% \$0 \$200 \$0 \$1,050 \$0 \$0 \$0 \$0 \$1,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$14,316 57.1% \$0 \$0 \$325 \$0 \$0 \$1,000 \$0 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$	\$0 \$50 \$0 \$0 \$200 \$23,612 \$0 \$0 \$0 \$0 \$250 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$28,578 48.4% \$0 \$0 \$0 \$1,000 \$0 \$50 \$0 \$50 \$0 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$200 \$32,103 47.3% \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$31,518 47.5% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$0 \$200 \$29,763 48.0% \$0 \$100 \$0 \$100 \$0 \$1,000 \$250 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$	\$0 \$50 \$0 \$0 \$200 \$24,400 \$1.7% \$0 \$100 \$0 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$50 \$0 \$0 \$200 \$23,454 \$3.0% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$50 \$0 \$0 \$20 \$28,578 48.4% \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$500 \$0 \$0 \$2,000 \$250,316 \$0.1%	0.0% 0.1% 0.2% 0.0% 0.2% 0.0% 0.0% 0.0% 0.1% 0.1% 0.1% 0.0% 0.0

	Marketing Plan Marketing Plan		\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
30 · Marketing Coord - OT OO · MARKETING EXPENSE		50 \$2,100	\$3,400	\$2,025	\$1,950	\$1,950	\$1,800	\$1,700	\$2,200	\$1,800	\$1,700	\$1,700	\$22,325
10 · Awards			\$0	\$50	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$850
015 · Certifications			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20 · Recruitment			\$991	\$415	\$991	\$415	\$641	\$665	\$615	\$415	\$615	\$415	\$6,178
30 · Training and Education			\$0	\$0	\$0	\$0 \$852	\$0	\$0	\$0 \$522	\$0	\$0 \$475	\$0	\$0 \$5,871
.10 · Training Wages .20 · Training Wages - Commiss/Bonus			\$503 \$0	\$550 \$0	\$616 \$0	\$852 \$0	\$696 \$0	\$596 \$0	\$522 \$0	\$520 \$0	\$475	\$540 \$0	\$5,871
.30 · Training Wages - OT			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
140 · Employee Events			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000	\$0	\$1,000
L50 · Pre-Employment Assessment			\$181	\$198	\$222	\$307	\$251	\$214	\$188	\$187	\$171	\$194	\$2.113
.60 · Employee Meeting Food			\$0	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$0	\$100	\$800
000 · EMPLOYEE COSTS - RR&T	ş ş	50 \$0	\$1,675	\$1,313	\$2,029	\$1,774	\$1,788	\$1,675	\$1,525	\$1,322	\$2,361	\$1,350	\$16,812
OF Interest Building			ćo	ćo	ćol	\$0	ćol	ćo	ćo	ćol	\$0	ćo	\$0
105 · Interest-Building			\$0 \$0	\$0 \$0	\$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0		\$0 \$0	\$0 \$0
210 · Depreciation-Building 220 · Depreciation-Leasehold Improv			\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
230 · Insurance-Property & Gen Liab		1	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,000
140 · Rent		+	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$25,000
250 · Repairs & Maint-Building			\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$500
255 · Security System			\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$500
260 · Telephone			\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$2,500
270 · Trash Removal			\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$850
280 · Taxes-Personal Property			\$0	\$3,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,000
285 · Taxes-Real Estate Property			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
290 · Utilities			\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$2,500
295 Allocated Facility Costs 200 · FACILITY EXPENSE		50 \$0	\$0 \$3,285	\$0 \$6,285	\$0 \$3,285	\$0 \$3,285	\$0 \$3,285	\$0 \$3,285	\$0 \$3,285	\$0 \$3,285	\$0 \$3,285	\$0 \$3,285	\$0 \$35,850
00 · FACILITY EXPENSE		50 50	\$3,285	\$0,285	\$3,285	\$3,285	\$3,285	\$3,285	\$3,285	\$3,285	\$3,285	\$3,285	\$35,850
110 · Accounting		1 1	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$3,500
20 · Legal			\$2,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,000
130 · Payroll Services			\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,500
150 · Other Professional Fees			\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,000
160 · IT Services			\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$500
470 · Allocated Professional Fees			\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$15,000
400 · PROFESSIONAL FEES	<u> </u>	0 \$0	\$4,150	\$2,150	\$2,150	\$2,150	\$2,150	\$2,150	\$2,150	\$2,150	\$2,150	\$2,150	\$23,500
510 · Vehicle Operating Lease		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
520 · Vehicle Operating Lease		ŞU	\$0	\$0	\$0 \$0	\$0	\$0	\$0 \$0	\$0	\$0	\$0	\$0	
530 · Depreciation-Vehicles		+	\$0										SO I
				S0 I				S0 I	\$0	\$0			\$0 \$0
540 · Gas, Repairs & Maintenance		\$150	\$150	\$0 \$150	\$0 \$150	\$0 \$150	\$0 \$150	\$0 \$150	\$0 \$150	\$0 \$150	\$0 \$150	\$0 \$0 \$150	\$0
		\$150 \$100		\$150 \$0	\$0	\$0	\$0 \$150 \$0	\$150 \$0			\$0 \$150 \$0	\$0 \$150 \$0	
550 · License, Registration & Insur.	\$		\$150	\$150	\$0 \$150	\$0 \$150	\$0 \$150	\$150	\$150	\$150	\$0 \$150	\$0 \$150	\$0 \$1,650
550 · License, Registration & Insur. 500 · VEHICLE COSTS - NON MOVING	Ş	\$100	\$150 \$100 \$250	\$150 \$0 \$150	\$0 \$150 \$0 \$150	\$0 \$150 \$0 \$150	\$0 \$150 \$0 \$150	\$150 \$0 \$150	\$150 \$0 \$150	\$150 \$0 \$150	\$0 \$150 \$0 \$150	\$0 \$150 \$0 \$150	\$0 \$1,650 \$200 \$1,850
550 · License, Registration & Insur. 500 · VEHICLE COSTS - NON MOVING 510 · Repairs & Maint-Equip	\$	\$100	\$150 \$100 \$250 \$0	\$150 \$0 \$150	\$0 \$150 \$0 \$150	\$0 \$150 \$0 \$150 \$0 \$150	\$0 \$150 \$0 \$150	\$150 \$0 \$150 \$150	\$150 \$0 \$150	\$150 \$0 \$150 \$150	\$0 \$150 \$0 \$150	\$0 \$150 \$0 \$150	\$0 \$1,650 \$200 \$1,850
150 · License, Registration & Insur. 100 · VEHICLE COSTS - NON MOVING 110 · Repairs & Maint-Equip 130 · Office Equipment Lease	\$	\$100	\$150 \$100 \$250 \$0 \$100	\$150 \$0 \$150 \$150 \$100	\$0 \$150 \$0 \$150 \$150	\$0 \$150 \$0 \$150 \$150 \$150	\$0 \$150 \$0 \$150 \$150	\$150 \$0 \$150 \$150	\$150 \$0 \$150 \$150 \$100	\$150 \$0 \$150 \$150	\$0 \$150 \$0 \$150 \$150 \$150	\$0 \$150 \$0 \$150 \$150	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000
550 · License, Registration & Insur. 500 · VEHICLE COSTS - NON MOVING 510 · Repairs & Maint-Equip 530 · Office Equipment Lease 540 · Office Supplies	\$	\$100	\$150 \$100 \$250 \$0 \$100 \$50	\$150 \$0 \$150 \$150 \$150 \$100 \$50	\$0 \$150 \$0 \$150 \$150 \$0 \$100 \$50	\$0 \$150 \$0 \$150 \$150 \$100 \$50	\$0 \$150 \$0 \$150 \$150 \$150	\$150 \$0 \$150 \$0 \$150	\$150 \$0 \$150 \$150 \$150 \$100 \$50	\$150 \$0 \$150 \$150 \$0 \$100 \$50	\$0 \$150 \$0 \$150 \$150 \$100 \$50	\$0 \$150 \$0 \$150 \$150 \$150	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500
150 · License, Registration & Insur. 100 · VEHICLE COSTS - NON MOVING 100 · Repairs & Maint-Equip 130 · Office Equipment Lease 440 · Office Supplies 145 · Postage & Delivery Expense	\$	\$100	\$150 \$100 \$250 \$0 \$100 \$50 \$50	\$150 \$0 \$150 \$150 \$100	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50	\$0 \$150 \$0 \$150 \$150 \$150	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50	\$150 \$0 \$150 \$150	\$150 \$0 \$150 \$150 \$100 \$50 \$50	\$150 \$0 \$150 \$150	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50	\$0 \$150 \$0 \$150 \$150	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250
150 · License, Registration & Insur. 1500 · VEHICLE COSTS - NON MOVING 1510 · Repairs & Maint-Equip 1530 · Office Equipment Lease 1540 · Office Supplies 1545 · Postage & Delivery Expense 1546 · Dues and Subscriptions	5	\$100	\$150 \$100 \$250 \$0 \$100 \$50	\$150 \$0 \$150 \$150 \$100 \$50 \$0	\$0 \$150 \$0 \$150 \$150 \$0 \$100 \$50	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50	\$0 \$150 \$0 \$150 \$150 \$150	\$150 \$0 \$150 \$150 \$100 \$50 \$0	\$150 \$0 \$150 \$150 \$150 \$100 \$50	\$150 \$0 \$150 \$150 \$0 \$100 \$50 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500
150 · License, Registration & Insur. 100 · VEHICLE COSTS - NON MOVING 110 · Repairs & Maint-Equip 130 · Office Equipment Lease 140 · Office Supplies 145 · Postage & Delivery Expense 146 · Dues and Subscriptions 150 · Building Supplies	\$	\$100	\$150 \$100 \$250 \$0 \$100 \$50 \$50 \$50 \$0	\$150 \$0 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$0 \$150 \$0 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0
150 - License, Registration & Insur. 100 - VEHICLE COSTS - NON MOVING 110 - Repairs & Maint-Equip 130 - Office Equipment Lease 140 - Office Supplies 145 - Postage & Delivery Expense 146 - Dues and Subscriptions 150 - Building Supplies 160 - Insurance-Other	\$	\$100	\$150 \$100 \$250 \$0 \$100 \$50 \$50 \$0 \$0 \$300 \$250	\$150 \$0 \$150 \$100 \$100 \$50 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$100 \$100 \$50 \$50 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$0 \$100 \$50 \$50 \$50 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$0 \$100 \$50 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$0
150 · License, Registration & Insur. 150 · VEHICLE COSTS - NON MOVING 1510 · Repairs & Maint-Equip 1530 · Office Equipment Lease 1540 · Office Supplies 1545 · Postage & Delivery Expense 1546 · Dues and Subscriptions 1550 · Building Supplies 1560 · Insurance-Other 1570 · Business Licenses & Permits	\$	\$100	\$150 \$100 \$250 \$0 \$100 \$50 \$50 \$0 \$0 \$300 \$250 \$150	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$100 \$50 \$0 \$100 \$10	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$150	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$150	\$150 \$0 \$150 \$100 \$100 \$50 \$0 \$0 \$0 \$0 \$100 \$10	\$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$150	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$100 \$50 \$100 \$50 \$100 \$50 \$100 \$10	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$150	\$0 \$150 \$0 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$0 \$300
150 - License, Registration & Insur. 100 - VEHICLE COSTS - NON MOVING 1510 - Repairs & Maint-Equip 1530 - Office Equipment Lease 1540 - Office Supplies 1545 - Postage & Delivery Expense 1546 - Dues and Subscriptions 1550 - Building Supplies 1560 - Insurance-Other 1770 - Business Licenses & Permits 1580 - Cellular Phones 1590 - Taxes-Other	\$	\$100	\$150 \$100 \$250 \$100 \$100 \$50 \$50 \$0 \$300 \$250 \$310 \$310 \$310 \$310 \$310 \$310 \$310 \$31	\$150 \$0 \$150 \$150 \$0 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$150 \$0 \$0 \$150	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$150 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$	\$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$150	\$150 \$0 \$150 \$100 \$100 \$50 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$50 \$50 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$100 \$10	\$0 \$150 \$0 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500
150 · License, Registration & Insur. 100 · VEHICLE COSTS - NON MOVING 110 · Repairs & Maint-Equip 130 · Office Equipment Lease 140 · Office Supplies 145 · Postage & Delivery Expense 146 · Dues and Subscriptions 150 · Building Supplies 160 · Insurance-Other 170 · Business Licenses & Permits 180 · Cellular Phones 190 · Taxes-Other 1995 · Allocated Office Costs	\$	\$100	\$150 \$100 \$250 \$0 \$100 \$50 \$50 \$50 \$0 \$0 \$300 \$250 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0 \$150	\$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$
50 - License, Registration & Insur. 00 - VEHICLE COSTS - NON MOVING 10 - Repairs & Maint-Equip 30 - Office Equipment Lease 40 - Office Supplies 45 - Postage & Delivery Expense 46 - Dues and Subscriptions 50 - Building Supplies 60 - Insurance-Other 70 - Business Licenses & Permits 80 - Cellular Phones 90 - Taxes-Other 95 - Allocated Office Costs 00 - Travel	\$	\$100	\$150 \$100 \$250 \$100 \$50 \$50 \$50 \$0 \$300 \$250 \$150 \$0 \$300 \$250 \$150 \$0 \$300 \$250 \$150 \$300 \$300 \$300 \$300 \$300 \$300 \$300 \$3	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$150 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$150 \$0 \$0 \$150	\$150 \$0 \$150 \$100 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,550 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$3,000
150 - License, Registration & Insur. 100 - VEHICLE COSTS - NON MOVING 110 - Repairs & Maint-Equip 130 - Office Equipment Lease 140 - Office Supplies 145 - Postage & Delivery Expense 146 - Dues and Subscriptions 150 - Building Supplies 150 - Building Supplies 160 - Insurance-Other 170 - Business Licenses & Permits 180 - Cellular Phones 190 - Taxes-Other 195 - Allocated Office Costs 100 - Travel 102 - Meals	\$	\$100	\$150 \$100 \$250 \$100 \$100 \$50 \$50 \$50 \$0 \$300 \$250 \$150 \$0 \$3,300 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150	\$150 \$0 \$150 \$100 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$0 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$50 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$0 \$1,500 \$0 \$2,50 \$0 \$1,500 \$0 \$2,50 \$1,500
50 - License, Registration & Insur. 00 - VEHICLE COSTS - NON MOVING 10 - Repairs & Maint-Equip 30 - Office Equipment Lease 40 - Office Supplies 45 - Postage & Delivery Expense 46 - Dues and Subscriptions 50 - Building Supplies 60 - Insurance-Other 70 - Business Licenses & Permits 80 - Cellular Phones 90 - Taxes-Other 95 - Allocated Office Costs 00 - Travel 02 - Meals 04 - Entertainment		\$100	\$150 \$100 \$250 \$0 \$100 \$50 \$50 \$0 \$300 \$225 \$150 \$0 \$300 \$300 \$300 \$0 \$300 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$150 \$150 \$150 \$100 \$50 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$3,000 \$3,000 \$200 \$0
50 - License, Registration & Insur. 00 - VEHICLE COSTS - NON MOVING 10 - Repairs & Maint-Equip 30 - Office Equipment Lease 40 - Office Supplies 45 - Postage & Delivery Expense 46 - Dues and Subscriptions 50 - Building Supplies 60 - Insurance-Other 70 - Business Licenses & Permits 80 - Cellular Phones 90 - Taxes-Other 99 - Taxes-Other 99 - Taxes-Other 90 - Travel 102 - Meals 104 - Entertainment 105 - Per Diem		\$100	\$150 \$100 \$250 \$100 \$50 \$50 \$0 \$0 \$300 \$250 \$150 \$0 \$300 \$0 \$3,000 \$0 \$3,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$150 \$100 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$100 \$10	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$3,000 \$0 \$3,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0
150 - License, Registration & Insur. 100 - VEHICLE COSTS - NON MOVING 110 - Repairs & Maint-Equip 130 - Office Equipment Lease 140 - Office Supplies 145 - Postage & Delivery Expense 146 - Dues and Subscriptions 150 - Building Supplies 150 - Building Supplies 150 - Insurance-Other 170 - Business Licenses & Permits 180 - Cellular Phones 190 - Taxes-Other 190 - Tavel 100 - Travel 101 - Tervel 101 - Tervel 102 - Meals 103 - Cellular Phones 104 - Entertainment 105 - Per Diem 105 - Internet Service	5	\$100	\$150 \$100 \$250 \$100 \$100 \$50 \$50 \$50 \$0 \$300 \$250 \$300 \$250 \$0 \$3,000 \$0 \$3,000 \$0 \$3,000 \$50 \$1,000 \$1,000 \$1,000 \$2,000 \$1,000 \$2,000 \$1,000 \$2,000	\$150 \$0 \$150 \$150 \$0 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$150	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$150 \$50 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$10 \$10 \$10 \$10 \$	\$0 \$150 \$0 \$150 \$50 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$3,000 \$200 \$500 \$1,500
150 - License, Registration & Insur. 100 - VEHICLE COSTS - NON MOVING 110 - Repairs & Maint-Equip 130 - Office Equipment Lease 140 - Office Supplies 145 - Postage & Delivery Expense 146 - Dues and Subscriptions 150 - Building Supplies 150 - Building Supplies 150 - Insurance-Other 170 - Business Licenses & Permits 180 - Cellular Phones 190 - Taxes-Other 1905 - Allocated Office Costs 100 - Travel 102 - Meals 104 - Entertainment 106 - Per Diem 110 - Internet Service 120 - Depreciation-Equip & Software	5	\$100	\$150 \$100 \$250 \$100 \$50 \$50 \$50 \$0 \$300 \$300 \$300 \$300 \$50 \$50 \$150 \$0 \$300 \$150 \$50 \$150 \$50 \$150 \$150 \$150 \$150	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$0 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$3,000 \$200 \$50 \$0 \$0 \$1,500
540 - Gas, Repairs & Maintenance 550 - License, Registration & Insur. 500 - VEHICLE COSTS - NON MOVING 510 - Repairs & Maint-Equip 530 - Office Equipment Lease 540 - Office Supplies 545 - Postage & Delivery Expense 546 - Dues and Subscriptions 550 - Building Supplies 560 - Insurance-Other 570 - Business Licenses & Permits 580 - Cellular Phones 590 - Taxes-Other 591 - Allocated Office Costs 700 - Travel 702 - Meals 704 - Entertainment 706 - Per Diem 710 - Internet Service 720 - Depreciation-Equip & Software 730 - Depreciation-Equip & Software 730 - Depreciation-Equip & Software		\$100	\$150 \$100 \$250 \$100 \$50 \$50 \$0 \$0 \$300 \$250 \$150 \$0 \$3,000 \$0 \$3,000 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$150 \$0 \$150 \$0 \$150 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$150 \$150 \$150 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$	\$0 \$150 \$150 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$1,800 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$3,000 \$200 \$0 \$1,500 \$0 \$0 \$1,500
550 - License, Registration & Insur. 500 - VEHICLE COSTS - NON MOVING 510 - Repairs & Maint-Equip 530 - Office Equipment Lease 540 - Office Supplies 545 - Postage & Delivery Expense 546 - Dues and Subscriptions 550 - Building Supplies 550 - Insurance-Other 570 - Business Licenses & Permits 580 - Cellular Phones 590 - Taxes-Other 595 - Allocated Office Costs 700 - Travel 702 - Meals 704 - Entertainment 706 - Per Diem 710 - Internet Service 720 - Depreciation-Equip & Software		\$100	\$150 \$100 \$250 \$100 \$50 \$50 \$50 \$0 \$300 \$300 \$300 \$300 \$50 \$50 \$150 \$0 \$300 \$150 \$50 \$150 \$50 \$150 \$150 \$150 \$150	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$100 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$100 \$0 \$0 \$100 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$150 \$0 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$0 \$300 \$250 \$1,500 \$0 \$3,000 \$200 \$50 \$0 \$0 \$1,500
150 - License, Registration & Insur. 100 - VEHICLE COSTS - NON MOVING 110 - Repairs & Maint-Equip 130 - Office Equipment Lease 140 - Office Supplies 145 - Postage & Delivery Expense 146 - Dues and Subscriptions 150 - Building Supplies 150 - Building Supplies 150 - Insurance-Other 170 - Business Licenses & Permits 180 - Cellular Phones 190 - Taxes-Other 190 - Tavel 100 - Travel 101 - Travel 102 - Meals 104 - Entertainment 106 - Per Diem 105 - Internet Service 106 - Depreciation-Equip & Software 1170 - Depreciation-Furniture & Fixt 140 - Amortization of Authorities	5	\$100	\$150 \$100 \$250 \$100 \$100 \$50 \$50 \$0 \$300 \$250 \$0 \$3,000 \$0 \$3,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$0 \$150 \$150 \$150 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$150 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$150 \$0 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$150 \$50 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	\$150 \$0 \$150 \$150 \$150 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$10 \$10 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$50 \$100 \$50 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$150 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$150 \$0 \$150 \$100 \$50 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$0 \$1,650 \$200 \$1,850 \$0 \$1,000 \$500 \$250 \$300 \$250 \$1,500 \$0 \$3,000 \$200 \$0 \$200 \$0 \$0 \$1,500 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$
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7800 · FRANCHISE OPERATING COST	\$0	\$0	\$2,749	\$2,955	\$4,504	\$5,330	\$5,949	\$5,846	\$5,536	\$4,504	\$4,297	\$5,330	\$47,000	9.4
910 · Interest-Other			\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,000	
915 · Interest-Line of Credit			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000	
920 · Bad Debt Expense			\$53	\$60	\$113	\$142	\$163	\$159	\$149	\$113	\$106	\$142	\$1.200	
930 · Credit Card Processing Fees		-	\$241	\$273	\$515	\$643	\$740	\$724	\$676	\$515	\$483	\$643	\$5,454	
7940 · Bank Fees			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
7900 · FINANCE COST	\$0	\$0	\$394	\$434	\$ 728	\$885	\$1,003	\$983	\$ 924	\$ 728	\$689	\$885	\$7,654	1.
				-				•			•	-	• •	
3110 · CSR Wages			\$2,080	\$2,080	\$2,080	\$2,080	\$2,080	\$2,080	\$2,080	\$2,080	\$2,080	\$2,080	\$20,800	
3120 · CSR Wages - Commiss/Bonus			\$69	\$78	\$146	\$183	\$210	\$206	\$192	\$146	\$137	\$183	\$1,551	
3130 · CSR Wages - OT			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3210 · Manager Wages			\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$33,333	
3220 · Manager Wages - Commiss/Bonus			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
230 · Manager Wages - OT			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3310 · Office Staff Wages			\$2,916	\$2,916	\$2,916	\$2,916	\$2,916	\$2,916	\$2,916	\$2,916	\$2,916	\$2,916	\$29,160	
3320 · Office Staff - Commiss/Bonus			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3330 · Office Staff Wages - OT			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3410 · Sales Staff Wages			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3420 · Sales Staff - Commiss/Bonus			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3430 · Sales Staff Wages - OT			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3510 · IHC Wages			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3520 · IHC Wages - Commiss/Bonus			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3530 · IHC Wages - OT			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
8610 · GM Wages - Multi-Unit			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3620 · GM - Commiss/Bonus - Multi Unit			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3630 · GM - OT - Multi-Unit			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
8640 · Management Fee			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3800 · Benefits			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
8810 · Payroll Taxes			\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$4,500	
3820 · 401K Company Contribution			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3830 · Workers Comp Insurance			\$88	\$89	\$89	\$90	\$90	\$90	\$90	\$89	\$89	\$90	\$893	
000 · SUPPORT STAFF	\$0	\$0	\$8,936	\$8,946	\$9,015	\$9,052	\$9,080	\$9,075	\$9,061	\$9,015	\$9,006	\$9,052	\$90,238	18.
910 · Owner Wages			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
920 · Owner Wages - Commiss/Bonus			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
930 · Owner Wages - OT			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3950 · Benefits			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
3960 · Owner Other Expense			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
900 · OWNERS COMPENSATION	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.
TOTAL EXPENSES	\$0	\$2,350	\$29,723	\$25,540	\$25,145	\$25,959	\$26,538	\$26,148	\$26,165	\$24,338	\$24,971	\$25,185	\$262,062	52.
OTAL OPERATING EXPENSES	\$0	\$2,350	\$43,717	\$39,856	\$48,757	\$54,537	\$58,641	\$57,666	\$55,928	\$48,738	\$48,425	\$53,763	\$512,378	102
IET OPERATING INCOME	\$0	(\$2,350)	(\$21,593)	(\$14,782)	(\$1,559)	\$4,460	\$9,205	\$8,706	\$6,019	(\$1,540)	(\$4,177)	\$5,234	(\$12,378)	-2.

PROPOSED RATES AND CHARGES FOR SERVICE

Proposed Rates and Charges (List only maximum charges per mile or trip, and/or hourly rate):

SEE ATTACHED

COMMODITIES TO BE TRANSPORTED AND AREA(S) TO BE SERVED

Commodities to be	Transported: (Check or	ne)				
Household (Goods, as defined in R1	03-210(1)				
☐ Hazardous V	☐ Hazardous Wastes, as defined in R103-210(2)					
	f Authority: Check all c					
	llowed to operate in tho end to operate in all cou			"Statewide"		
addionty if you nit	end to operate in an eoc	inties in South Caronii	a.			
Abbeville	Cherokee	Florence	Lee	Saluda		
Aiken	Chester	Georgetown	Lexington	Spartanburg		
Allendale	Chesterfield	Greenville	Marion	Sumter		
Anderson	Clarendon	Greenwood	Marlboro	Union		
Bamberg	Colleton	Hampton	McCormick	Williamsburg		
Barnwell	Darlington	Horry	Newberry	York		
Beaufort	Dillon	Jasper	Oconee			
Berkeley	Dorchester	Kershaw	Orangeburg	▼ Statewide		
Calhoun	Edgefield	Lancaster	Pickens			
Charleston	Fairfield	Laurens	Richland			

REGULATIONS AND SCHEDULE OF CHARGES APPLICABLE TO CERTAIN INTRASTATE HOUSEHOLD GOODS MOVES WITHIN THE STATE OF SOUTH CAROLINA

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Applicability of Tariff

This tariff contains the regulations and rates applicable to the provision of intrastate household goods moved by Two Men and a truck of Beaufort. These services are furnished between points and places in South Carolina.

SECTION 1

1.0 TRANSPORTATION CHARGES

Transportation Charges include the hourly rates as listed below.

1.1 Hourly Rates and Charges

Moves will be conducted on a "straight time" basis, with a minimum hourly charge as set out below plus actual travel time. The clock starts at the appropriate hourly rate when the movers leave the Two Men and a Truck of Beaufort office location back to the office once they have unloaded at the customers' new home.

Hourly Rates — Weekdays (Monday — Thursday)

Hourly rate per one mover, residential -- \$75.00/hour

Hourly rate per two movers, residential-- \$105.00/hour

Hourly rate per three movers, residential -- \$130.00/hour

Additional movers: \$25.00/hour

Hourly Rates — Weekends (Friday, Saturday and Sunday)

Hourly rate per one mover, residential -- \$90.00/hour

Hourly rate per two movers, residential-- \$115.00/hour

Hourly rate per three movers, residential-- \$140.00/hour

Additional movers will be billed at an hourly rate of \$30.00.

Additional trucks over one will be billed at the rates set forth above.

1.2 Minimum Hourly Charges

Customers will be charged a two-hour minimum, and then in fifteen-minute increments thereafter. If customers cancel within 48 hours of their move, Salt March Ventures will charge the applicable minimum.

SECTION 2

2.0 ADDITIONAL SERVICES

The following charges shall be assessed in addition to the hourly rates quoted in Section 1.1 of this tariff

2.1 Bulky Article Charges (per item)

2.1.1 Tanning Beds

To move a tanning bed, alone or along with other household goods, there is a flat charge of \$75 in addition to the appropriate hourly rate as set forth in Section 1.1 above. The two-hour minimum applies when moving a tanning bed, and additional time will be charged in fifteen-minute increments.

2.1.2 Fire proof file cabinets and safes, floor model copiers

To move these items alone or along with other household goods (first floor to first-floor only unless there is an elevator) is a flat charge of \$90 in addition to the appropriate hourly rate as set forth in Section 1.1 above. The two hour minimum applies when moving any of these items, and additional time will be charged in fifteen minute increments.

2.1.3 Other Bulky Items

Any bulky articles not listed above will be charged the same as the appropriate hourly rate.

2.1.1 Right to Decline to Move Items

Two Men and a Truck of Beaufort reserves the right to decline, at its sole discretion, to move particular items because of their bulk or fragile nature. No slate top pool tables will be moved.

2.2 Piano Charges

2.2.1 Spinet, console or studio pianos:

For moving a spinet, console, or studio piano, (first floor to first floor only unless an elevator is available), alone or along with other household goods there is a fee of \$75.00 in addition to the appropriate hourly rate as set forth in Section 1.1 above. The two hour minimum applies when moving a spinet, console or studio piano, and additional time will be charged in fifteen-minute increments.

2.2.2 Upright pianos (48 inches or taller)

For moving an upright piano (first floor to first floor only unless an elevator is available), alone or along with other household goods there is a fee of \$120.00 in addition to the appropriate hourly rate as set forth in Section 1.1 above. The two hour minimum applies when moving an upright piano, and additional time will be charged in fifteen-minute increments.

2.2.3 Baby grand pianos

For moving a baby grand piano (first floor to first floor only unless an elevator is available), alone or along with other household goods there is a fee of \$150.00 in addition to the appropriate hourly rate as set forth in Section 1.1 above. The two hour minimum applies when moving a baby grand piano, and additional time will be charged in fifteen-minute increments.

2.2.4 Restrictions on Piano Moves

All other types of pianos not listed in this Section 2.2 will be referred to piano movers.

2.3 Elevator or Stair Carry

Two Men and a Truck of Beaufort does not charge an additional fee for elevator or stair carry, except as specified in Section 2.1 above.

2.4 Excessive Distance or Long Carry Charges

Two Men and a Truck of Beaufort does not charge customers an additional fee for carrying articles an excessive distance, long carry charges, articles, or special serving. These charges are the same as the appropriate hourly rate.

2.5 Pick Up and Delivery

Two Men and a Truck of Beaufort does not charge an additional fee for making additional pickups or deliveries after the initial stop.

2.6 Packing and Unpacking

We are not responsible for items packed by the customer. Boxes containing fragile or breakable items must be properly labeled. We reserve the right to decline any moves consisting of extremely large or fragile items.

2.7 Articles, Special Servicing

The rates and charges in this tariff do not include servicing or connection of appliances such as freezers, refrigerators, washers, dryers, and similar articles.

2.8 Waiting Time

Customers will be charged for waiting time the same as the appropriate hourly rate.

2.9 Overnight Storage

Overnight storage of a customer's items on a truck will be charged at a rate of \$100 per night.

2.10 Hotel Fee

For moves within South Carolina totaling more than 150 miles one way, there will be a hotel fee of \$200.00 for two men or \$300.00 for three men per night.

2.11 Holding Fee

If customer needs items held on a truck for more than four (4) hours on a scheduled move day, the customer will be charged a fee of \$250.00.

SECTION 3

3.0 RULES AND REGULATIONS

3.1 Claims

Although our movers will be careful with your possessions, from time to time damages may occur. If damages are caused by our service, we reserve the right to repair the damage(s) in question. If we determine that damage(s) cannot be repaired, customer will be compensated based on the level of coverage chosen, as set forth below.

3.1.1 Standard Valuation

This coverage is free with the customer move. In the event that anything is lost or damaged during the move, you will be reimbursed at \$0.60 per pound per article. That means if an item is damaged or lost, you are entitled to the value of the item or damage tip to a maximum of the weight of the article times \$0.60 per pound. This value is often less than the actual value of your articles.

3.1.2 Depreciated Value Coverage

This coverage allows the customer to declare the total depreciated value of the shipment. If items are lost, damaged, or destroyed the customer is reimbursed the depreciated value of the goods declared at \$2.25 per pound per article. This coverage costs \$3.00 for every \$1,000 of declared depreciated shipment value.

3.1.3 Full Replacement Coverage

This coverage allows the customer to declare the total value of their shipment. If articles are lost, damaged, at destroyed the customer is reimbursed the full value of the goods declared or \$6.00 per pound per article. The coverage costs \$6.00 per \$1,000 of the declared total value of the shipment.

3.2 Presentation of Claims

If there is damage you discover on the day of your move, notify us immediately. All claims for loss, damage or overcharge must be written and attached to the Bill of Lading. In the event you have claims for concealed damage, Two Men and a Truck of Beaufort must be given a reasonable opportunity to inspect damaged items in their original packing. Our movers will complete a Damage Report before they leave your site

If you discover damage after the move, call the office within 96 hours of your move.

No damage claims will be honored until the charges for moving services are paid in full. You will be asked to sign a Moving Services Agreement acknowledging this.

3.3 Governing Publications

Our rates and charges are governed by the terms and conditions of this tariff, and the Rules and Regulations of the South Carolina Public Service Commission.

3.4 Items of Particular Value

We do not assume any liability whatsoever for documents, currency, credit cards, jewelry, watches, precious stones or articles of extraordinary value including accounts, bills, deeds, evidences of debt, securities, notes, postage stamps, stamp collections, trading stamps, revenue stamps, letters or packets of letters, alcoholic beverages, firearms, coin collections. articles of peculiarly inherent or intrinsic value, precious metals or articles manufactured there from. We will not accept responsibility for safe delivery of such articles if they come into our possession with or without our knowledge.

3.5 Bill of Lading, Contract Terms, and Conditions

Each customer will be provided with a copy of Two Men and a Truck of Beaufort's Bill of Lading. The terms and conditions of the Bill of Lading, attached hereto, are hereby incorporated by reference.

3.6 Delays

Two Men and a Truck of Beaufort shall not be liable for any damages resulting from delays in transporting household goods resulting from an act of God or fault or neglect of any unforeseen entities.

DESCRIPTION OF EQUIPMENT

You are **not** required to own a vehicle to file an application. However, prior to the Commission hearing, you will be required to have obtained a vehicle.

MAK	MAKE YEAR & MODEL		VIN	#	EMPTY WEIGHT
SEE	ATTACHEO	TRUCK	OROER		



NEW TRUCK ORDER

MEMPHIS, TN 38116 3331 ONE PL 1-901-332-8990

SOUTHLAND TRUCK CENTER, INC. ("Dealer")

doing busing	ness as: MHC FOR	RD - MEMPHIS									
PURCHASER	3			ADDRESS							
Upward End	deavors LLC			107 Sa	ndra Ave						
BUSINESS P	HONE OTH	ER PHONE		CITY			STATE	ZIP CODE	COUNTY	DATE	
864-329-122	28			Green			SC	29611-6129	GREENVILLE	10/19/2017	
QUANTITY	YEA	R M	AKE	MODEL	BO	DY TYPE			SALESPERSON		
2	201		ORD	F750		RUCK/MOVIN			JACK RUSSELL		
STOCK NUM	BER		OLOR			BE DELIVERE	D ON O	RABOUT	FINANCIAL SOURCE		
CEDIAL NUM	Ibrne	w	hite		02	/21/2018			Cash		
SERIAL NUM	EHICLE(s) INCLU	DING EET							1	\$152.646.00	
Alivan Pro n With Melche	er #1230, DOT, a	e price before o and Graphics/Ir	ptions\$22.								
NOTE: If ve	ully funded, Cus	t funded withi stomer has 60	YES n 15 days of tru days from deliv	ick receip very date	NO of the truck	e dealer, cust	omer w d have	rill be charged any add-ons	d a per diem amoun listed on the sales o	t per unit until order completed.	
YEAR	MAKE	OF TRADE-IN U	MODEL	IMENI		SUBTOTAL				\$152,646.00	
ICAN	MACE		MODEL			BUSINESS				\$102,040,00	
SERIAL NUN	MRER		MILEAGE)4 (m)	SALES TA					
OLITARE NO.	noen		miceroe			LOCAL TA					
BALANCE O	OWED TO		TRADE DIFF	ERENCE		DOCUMEN		N FEE		\$295.00	
						REGISTRATION FEES					
						TOTAL DE	LIVERE	D PRICE		\$152,941.00	
						LESS: TRADE-IN ALLOWANCE					
				LESS			ANCE	OWED ON TR	ADE-IN		
						TRADE-IN EQUITY					
									TED WITH ORDER		
	PURC	CHASER'S CER	RTIFICATION						udes above Taxes.		
Purchaser an	nd the person signi	ing this Order on	behalf of Purchase	r hereby ce	ertify that:	but may not be inclusive of all Applicable Taxes) UNPAID BALANCE (Amount to be Separately \$152,941.00					
			on behalf of Purch			Financed b	y Purch	No. and American	Cash on Delivery	ψ10 <u>2</u> ,0 77,00	
to be bound to represent the and sale of the	thereby. The terms e entire and integra	s and conditions pated agreement bacels and superse	e front and reverse orinted on the front etween the parties edes prior negotiati	and revers relating to	e side hereof the purchase						
reviewed this with the option	s Order and fully un onal equipment spe	nderstand that the ecifically listed on	on behalf of Purch e Vehicle listed abo the face of this Or t the time of deliver	ove will be o der plus all	equipped only	AUTHORIZED MANAGER OF DEALER.				Y APPLICABLE	
3 The person signing this Order on behalf of Purchaser is of legal age to execute binding contracts in this State. The person signing this Order on behalf of Purchaser has the authority and has been duly authorized to sign this Order on behalf of the Purchaser.				ANY TAXES DISPLAYED ON THIS TRUCK ORDER ARE ESTIMATED. ACTUAL TAXES, AS APPLICABLE, WILL BE INVOICED TO THE PURCHASER AT THE PREVAILING TAX RATES AVAILABLE AT TIMEOF VEHICLE INVOICE.							
	THIS OR		NS A BINDING A						D BY THE PARTIES	page spann survey upp-reporter	
SIGNED (AL	JTHORIZED REPE				DATE	ACCEPTE				DATE	
SIGNED (AUTHORIZED REPRESENTATIVE OF PURCHASER)					() 10/2s/	17		manifold flags	17.00mm and 18.00mm		

(55-31749-39103)

Customer Initials (X) MHCUDI795000

INSURANCE QUOTE

This form MUST BE COMPLETED.

The insurance quote must be complete, listing current insurance premiums. At the discretion of the Commission, a copy of current insurance policies may be required. Do not provide a copy of insurance policies unless requested. You will not be required to purchase insurance until your application has been approved and an order has been issued by the PSC. THIS IS ONLY A QUOTE.

The following insurance quote is for:

SALT MARSH	VENTURES, LLC dba Name of A	Two MEN AND A TRICK! BEQUEOUT
	107 SALOTEA AVENUE GREE Address of	WVILLE, SC 29611
Amount of Premiu	<u>m:</u>	Limits Quoted: (See Below)
Liability Insurance	\$ 4,000	Limits 1,000,000
Cargo Insurance	\$	Limits 200,000
* Attach Certificate	of Insurance if available.	
	TRANSGUARO INSURANCE Name of Insura	Company ance Company
301	N. LAKE AVENUE, SUITE 4 Home Office Add	oo Pasaosaa, ca 91101 Iress of Company

I, the Applicant, am familiar with the Commission's Rules and Regulations relating to insurance requirements and the above quote meets the minimum insurance limits prescribed. The insurance company making this quote is authorized by the South Carolina Department of Insurance to do business in South Carolina.

* Form E and Form H Certificates of Insurance are required to be filed with the Office of Regulatory Staff (ORS). The schedule of minimum limits for Household Goods carriers are listed below:

Vehicle liability for vehicles less than 10,000 lbs. GVWR	\$ 5	000,000
Vehicle liability for vehicles 10,000 lbs. or more GVWR	\$ 7	50,000
Cargo - For loss of or damage to property carried on any one motor vehicle	\$	2,500
For loss of or damage to or aggregate of losses or damages of or to property occurring at	\$	5,000
any one time and place		

NOTICE:

If you wish to self-insure your motor vehicles for liability and property damage, you must comply with S.C. Code Ann. Sections 56-9-60 and 58-23-910. For more information, contact the Department of Motor Vehicles at (803) 896-8457 or (803) 896-9903.

If you wish to apply as a self-insured for worker's compensation coverage in South Carolina you may do so with the South Carolina Worker's Compensation Commission (WCC) provided that you will be able to: 1) post a surety bond or letter-of-credit with the WCC for a minimum of \$500,000, 2) agree to pay a yearly self-insurance tax, and 3) agree to pay an annual assessment to the South Carolina Second Injury Fund. For more information, contact the WCC Self-Insurance Division at (803) 737-5712 or on the web at www.wcc.state. sc.us/self-insurance.

6 of 10

Exhibit Fit, Willing, and Able (FWA)

SALT	MARSH	VENTURES	uc	dba	Two MEN AND A Name	TRUCK	BEAUGURT	
					Name			

1.	Does	Applicant have a Sat	Tety Rating from the U.S.D	D.O.T.?			
	0	Yes	No	O Pendin	ng	(Submit when received.)	
		If Yes, indicate ratir	ng below and provide copy	<i>'</i> .			
		Satisfactory	Conditional	0	Unsa	ntisfactory	
2.		any of Applicant's dast twelve (12) month		ced "out of	servic	e" by Transport Police safety offi	cers in
	0	Yes	@ No				
3.	Are t		tstanding judgment(s) aga	inst the Ap	plican	t?	
	If "Y	es", list judgements l	ere:				
4.	laws	that govern for-hire r				y regulations and workers' comperand does Applicant agree to opera	
	%	Yes	O No				
5.						he insurance premium costs assoc g current insurance premiums.)	iated
	0	Yes	O No				

PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA 101 EXECUTIVE CENTER DRIVE, SUITE 100 COLUMBIA, SOUTH CAROLINA 29210

Applicant is familiar with the provision of S.C. Code Ann. §58-23-10, et seq.(1976), and amendments thereto, and R.103-100 through R.103-241 of the Commission's Rules and Regulations for Motor Carriers (Volume 10, S.C. Code Ann. Regs., 1976), and R.38-400 through R.38-503 of the Department of Public Safety's Rules and Regulations for Motor Carriers (Volume 2, S.C. Code Ann., 1976) and amendments thereto, and hereby promises compliance therewith.

S.C. Code Ann. Section 58-3-250 states, in part, that every final order of the Commission must be served by electronic service, registered or certified mail, upon the parties to the proceeding or their attorneys.

Pl	ease	check	the	appl	lica	ble	box:
----	------	-------	-----	------	------	-----	------

	The Applicant AGREES to receive future Commission orders related to the Applicant's authority in South Carolina
4	through the Commission's eService System. The Applicant authorizes the Commission to serve its orders by using the e-
	mail address as it appears on page one of this Application. To sign up for eService notifications, please visit www.psc.sc.
	gov to create a My DMS account.
	The Applicant DOES NOT AGREE to receive future Commission orders related to the Applicant's authority in South
	Carolina through the Commission's eService System.

The Applicant believes that there is a need for its company's services in the proposed service area.

The Applicant understands that this completed Application serves as prefiled testimony for the Applicant for hearing purposes.

The Applicant for the Certificate of Public Convenience and Necessity as set forth in the foregoing, swear or affirm that all statements contained in the above application are true and correct.

Applicant's Signature

Vice - President, Owner, etc.)

STATE OF SOUTH CAROLINA

COUNTY OF Greenville

SWORN TO BEFORE ME

Jiffan McDorald Notary Jubija

Commission Expires August 28, 2018

Personal Identification Information

Name of Applicant:	SALT MARSH VENTURES, LLC dba Two MEN AND A TRUCK/ BEAVERLY
Address:	107 SANORA AVENUE
Federal Employer	61660VILLE, SC 29611
Identification Number:	

****** Confidential ******

For Internal Use Only

Print Application

Detach, complete and remit AFTER your safety audit has been performed by State Transport Police.

SALT MARSH VENTURESS, LLC dba Two MEN AND A TRUCK / BEAUFORT

Safety Certification

If your operations are subject to Safety Fitness Procedures of the Federal Motor Carrier Safety Regulations (FMCSR) (49 CFR Parts 100-199), even if you have not yet received a Safety Fitness Rating, you must certify as follows:

Applicant has access to and if familiar with all applicable U.S.D.O.T regulations relating to the safe operation of Commercial vehicles. In so certifying, applicant is verifying that, as a minimum, it:

- 1. Has in place a system and an individual responsible for ensuring overall compliance with the FMCSR and the HM regulations;
- 2. Can produce a copy of the FMCSR and the HM regulations;
- 3. Has in place a driver safety/orientation program;

Commission Expires August 28, 2018

- 4. Is familiar with the FMCSR governing driver qualifications and has in place a system for overseeing driver qualification requirements in accordance with 49 CFR Part 391.51C;
- Has in place policies and procedures consistent with FMCSR governing driving and operational safety of commercial motor vehicles, including drivers' hours of service and vehicle inspection, repair, and maintenance (49 CFR Parts 392;395 and 396);
- 6. Are in compliance with the Controlled Substance and Alcohol Use and Testing as stated in FMCSR (49 CFR Part 40, 382, if applicable).

Any applicant who certifies they are in compliance with FMCSR and/or the HM regulations and upon completion of a compliance review audit, is found not to be in compliance, may have its certificate revoked.

	HE APPROPRIATE RESPONSE BELOW	
Yes	O Not Applicable	
transport hazardous materia	you will operate only small vehicles (GVWR als in a quantity to require placarding under tation, you must certify as follows:	of 26,001 pounds or less) and do not the HM regulations and are thus exempt from
• •	and will observe FMCSR general operational HE APPROPRIATE RESPONSE BELOW: Not Applicable	l safety fitness guidelines.
information supplied on thi and authorized to file this a criminal violations punisha		
SWORN TO B	efore me	Applicant's Signature
Jillan McDo Notary Public	neild	

PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA

CLERK'S OFFICE

NOTICE OF FILING

DOCKET NO. 2017-__-T

Pursuant to 10 S.C. Code Ann. Regs. §103-190, *et. seq.*, and pursuant to Title 58, Chapter 23 of the South Carolina Code, specifically S.C. Code Ann. §§ 58-23-1010, 58-23-20, 58-23-590, and the Rules and Regulations of the Commission, Salt Marsh Ventures, LLC d/b/a Two Men and a Truck of Beaufort, 107 Sandra Avenue, Greenville, SC 29611 has filed an Application with the Public Service Commission of South Carolina (the Commission) for a Class E (Household Goods) Certificate of Public Convenience and Necessity to transport commodities as follows:

Household Goods, as defined in 10 S.C. Code Ann. Regs. 103-210(1):

Between Points and Places in South Carolina.

A copy of the company's request can be found on the Commission's website at www.psc.sc.gov under Docket No. 2017-__-T. Additionally, a copy of the request is available from John J. Pringle, Jr., Esquire, Adams and Reese LLP, 1501 Main Street, 5th Floor, Columbia SC 29201.

Any person who wishes to participate in this matter as a party of record, should file a Petition to Intervene in accordance with the Commission's Rules of Practice and Procedure on or before ______, 2017, by filing the Petition to Intervene with the Commission, by providing a copy to the South Carolina Office of Regulatory Staff, at 1401 Main Street, Suite 900, Columbia, South Carolina 29201, and the Company's representative at the above address. For the receipt of future Commission correspondence, please include an email address in the Petition to Intervene. Petitions to Intervene should be filed in accordance with Commission Regulation 103-825 and include the grounds for the intervention. *Please refer to Docket Number 2017-___-T.*

PLEASE TAKE NOTICE: Any person who wishes to have his or her comments considered as part of the official record of this proceeding <u>MUST</u> present such comments, in person, to the Commission during any scheduled hearing.

Persons seeking information about the Commission's Procedures should contact the Commission at (803) 896-5100 or visit its website at www.psc.sc.gov.

December 18, 2017

BEFORE

THE PUBLIC SERVICE COMMISSION OF

SOUTH CAROLINA

DOCKET NO. 2017-___-T

IN RE:	
Application of Salt Marsh Ventures, LLC d/b/a Two Men and a Truck of Beaufort for a Class E	CERTIFICATE OF SERVICE
(Household Goods) Certificate of Public	
Convenience and Necessary for Operation of	
Motor Vehicle Carrier	

This is to certify that I have caused to be served this day, one (1) copy of the Application by placing a copy of same in the care and custody of the United States Postal Service (unless otherwise specified), with proper first-class postage affixed hereto and addressed as follows:

VIA ELECTRONIC MAIL SERVICE

Jenny Pittman, Esq Office of Regulatory Staff Legal Department jpittman@regstaff.sc.gov

s/ John J. Pringle, Jr. John J. Pringle, Jr.

December 18, 2017 Columbia, South Carolina